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CONCORD EFS INC
Form 425
May 08, 2003

Filed by First Data Corporation
pursuant to Rule 425 under the Securities Act of 1933
and deemed filed pursuant to Rule 14a-12
of the Securities Exchange Act of 1934
Commission File No: 001-31527
Subject Company: Concord EFS, Inc.

First Data Corporation presented the following slide show at an investor conference held today:

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First Data Corporation presented the following slide show at an investor conference held today:

[GRAPHIC]

Payment Services

May 8, 2003

[LOGO]

[GRAPHIC]

David Banks, SVP Investor Relations

Welcome & Opening Comments

Safe Harbor

Statements in this presentation regarding First Data Corporation's business which are not historical facts are forward-looking statements. All forward-looking statements are inherently uncertain as they are based on various expectations and assumptions concerning future events and they are subject to numerous known and unknown risks and uncertainties which could cause actual events or results to differ materially from those projected. Please refer to the company's meaningful cautionary statements contained on the last slide of this presentation and the company's 2002 Annual Report on Form 10-K for a more detailed list of risks and uncertainties.

Non-solicitation

This communication is not a solicitation of a proxy from any security holder of First Data Corporation or Concord EFS, Inc., and First Data Corporation and Concord EFS, Inc. will be filing with the Securities and Exchange Commission a joint proxy statement/prospectus to be mailed to security holders and other relevant documents concerning the planned merger of Concord EFS, Inc. with a subsidiary of First Data Corporation. WE URGE INVESTORS TO READ THE JOINT PROXY STATEMENT/PROSPECTUS AND ANY OTHER RELEVANT DOCUMENTS TO BE FILED WITH THE SEC, BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION. Investors will be able to obtain the documents free of charge at the SEC's website, www.sec.gov. In addition, documents filed with the SEC by First Data Corporation will be available free of charge from First Data Investor Relations, 6200 S. Quebec St, Suite 340, Greenwood Village, CO, 80111. Documents filed with the SEC by Concord EFS, Inc. will be available free of charge from Concord Investor Relations, 2525 Horizon Lake Drive, Suite 120, Memphis, TN, 38133.

First Data Corporation and its directors and executive officers and other members of its management and employees, may be deemed to be participants in the solicitation of proxies from the stockholders of First Data Corporation in connection with the merger. Information about the directors and executive officers of First Data Corporation and their ownership of First Data Corporation stock is set forth in the proxy statement for First Data Corporation's 2003 annual meeting of stockholders.

[GRAPHIC]

Payment Services

May 8, 2003

[LOGO]

[GRAPHIC]

Payment Services

Charlie Fote

Chairman and CEO

Key Strengths

[GRAPHIC]

Strong, profitable track record

Highly visible recurring revenue stream

Long runway for growth

Great scale and distribution capability

World-class brand

**Payment Services:
Revenue Contribution**

Percent of 2002 First Data Revenue

[CHART]

First Data's largest contributor

Strong, Consistent Record of Growth

In top line . . .

Revenues (\$B)

[CHART]

Continued excellent growth

... and in profits

Profit (\$B)

[CHART]

A record of flawless execution

Note: Adjusted for SFAS 142

... and in operating leverage

Margins

[CHART]

Consistent 30% + margins

Note: Adjusted for SFAS 142

Exceptional Growth Rates

Revenue up 19%

Profit up 22%

Profit margin 33%

Transactions:

Consumer-to-consumer up 23%

Consumer-to-business up 11%

Prepaid services up 43%

[GRAPHIC]

Sales and Distribution Powerhouse

Expand worldwide agent distribution network by 20%

Diversify channels and services

Build the brand

Cross sell First Data services

[LOGO]

[GRAPHIC]

[GRAPHIC]

Payment Services

Christina Gold

President, Western Union

**Payment Services
Senior Leaders**

Bill Thomas

President - Western Union International

Mike Yerington

President - Western Union North America

Adam Coyle

President - Integrated Payment Systems

Michael Hagerty

Chief Marketing Officer - Western Union

Scott Scheirman

CFO

2002 Payment Services Revenue

\$3.2 billion, up 18%

[CHART]

Western Union Money Transfer Revenue

1996

[CHART]

2002

[CHART]

First Data: Winning in the Marketplace

- | | | |
|---|-----------------------------------------------------|-----------|
| 1 | Well positioned in a huge market | [GRAPHIC] |
| 2 | Expand and diversify distribution | [GRAPHIC] |
| 3 | Build the brand and enhance the consumer experience | [GRAPHIC] |
| 4 | Leverage channels and diversify product offerings | [GRAPHIC] |

1 Well positioned in a huge market

[GRAPHIC]